



TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.

SBIR Overview

Jim Mainero

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A congressionally mandated program...



- Federal Government wide (DoD, DoE, DHS, DoT, etc...)
- 2.5% of Army \$12B Extramural RDT&E (\$265M for FY09)
- Increase small business participation in federally funded R&D
- Transition Federal R&D into:
 - Government Programs
 - Industry Initiatives

1. Must be a U.S. for-profit small business of 500 or fewer employees
2. All work must be performed in the United States; including subcontractors
3. During Phase I, a minimum of $\frac{2}{3}$ of the effort must be performed by the proposing small business; a minimum of $\frac{1}{2}$ of the effort in Phase II
4. The Principal Investigator must spend more than $\frac{1}{2}$ of the time employed by the proposing small business.

AMC, Research Development and Engineering Command (RDECOM)
Army Test and Evaluation Command (ATEC)
CoE, Engineer Research and Development Center (ERDC)
MEDCOM, Medical Research and Materiel Command (MRMC)
Space & Missile Defense Command (SMDC)
DA G1, Army Research Institute (ARI)
Army Program Executive Offices (PEOs)



RDECOM manages for the Army

Topic

Phase I

Phase II

Phase III



• A Technology Requirement

Feasibility Study

- 6 Months
- \$70K,
- 10% proposals selected

Prototype Development

- 2 Years
- \$780K
- 50% selected

Transition

- Non-SBIR Funds
- Government
 - Industry

Phase I + Phase II = \$850K

Army Topics



Warfighter Needs



**PEO / PM
Technology Needs
and Risk Items**



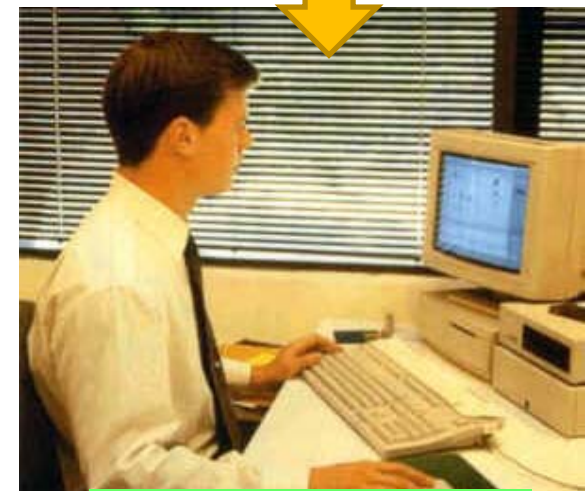
**Business or Academia
Recommendations**



Research Centers

DoD Approval

**Topic Review and
Deconfliction by
Director, Defense
Research and
Engineering
(DDR&E)**

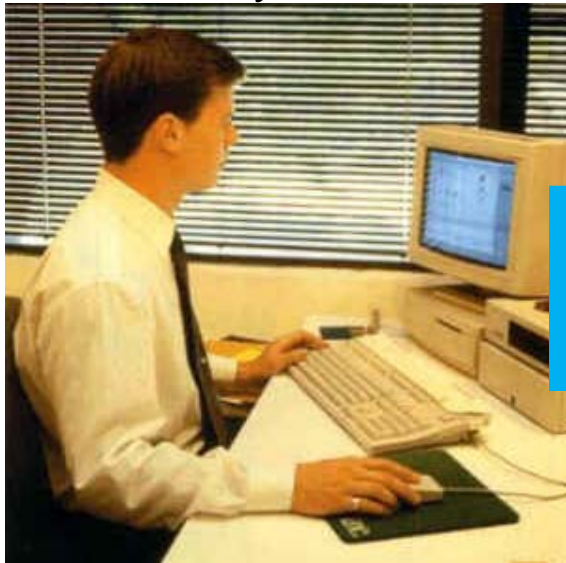


SMALL BUSINESS

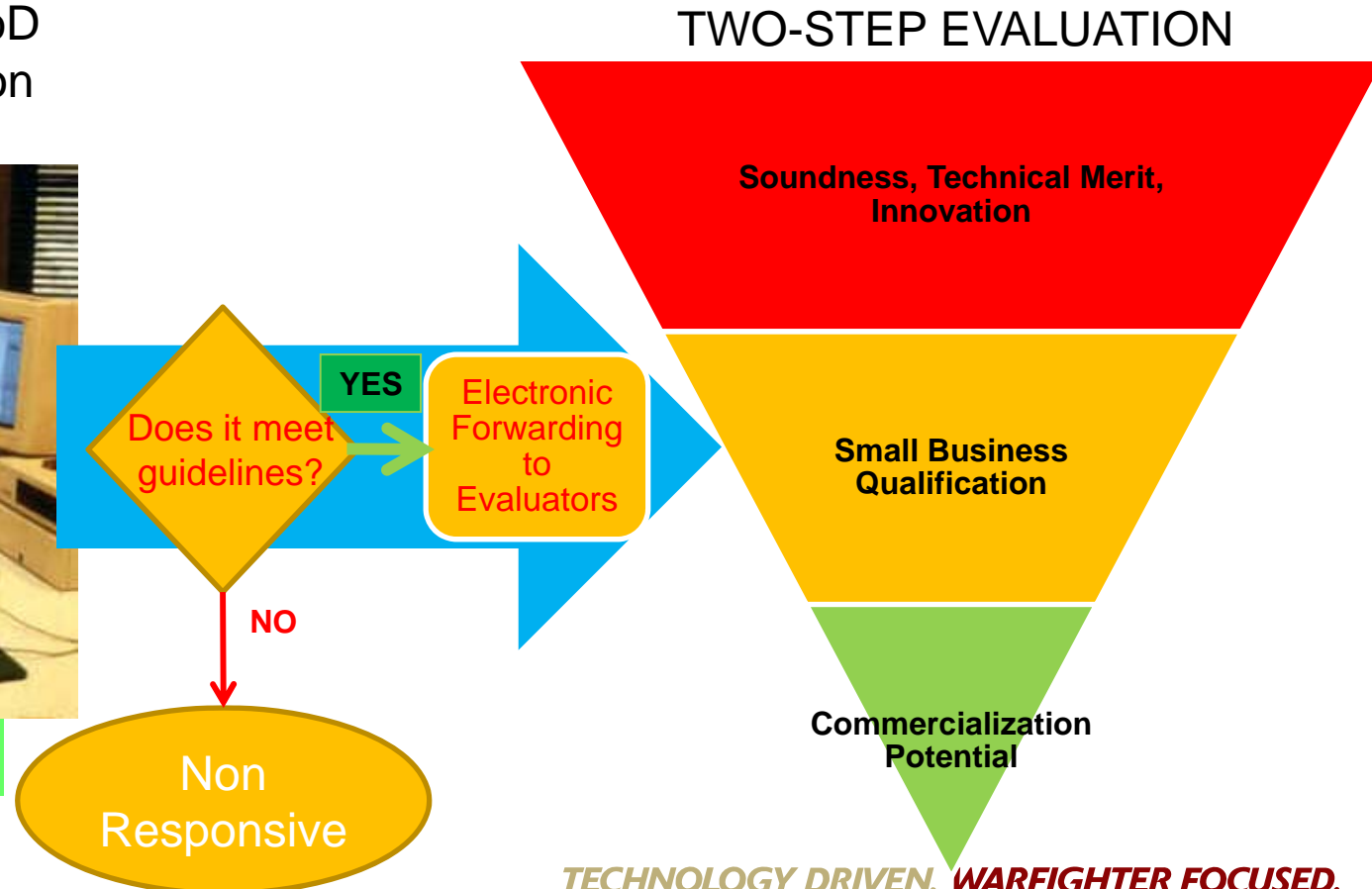
TECHNOLOGY D

Goal: Impartial, Equitable, and Comprehensive Proposal Evaluation

Follow Solicitation
Instructions from DoD
Proposal Submission
System



SMALL BUSINESS



TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.



DoD SBIR Phase I Solicitation

Key Dates



	<u>Solicitation</u> <u>Internet</u> <u>Release</u>	<u>Start</u> <u>Accepting</u> <u>Proposal</u>	<u>Proposal</u> <u>Deadline</u>	<u>Contracts</u> <u>Awarded</u> <u>Goal</u>
SBIR Yxx.1	Nov	Dec	Jan	May
SBIR Yxx.2	Apr	May	June	Oct
SBIR Yxx.3	July	Aug	Sept	Jan

Selections
Announced 60 days
later

2009.3

Pre-Solicitation Period: July 27 – Aug 23

Solicitation Opens: Aug 24

Phase I Proposals Due: Sep 23

Award Notification: NLT Dec 2

Contract Award: January 23

**GOAL: 4
month between
proposal receipt
and contract
award**

View solicitations and submit all proposals via DoD Web Site

<http://www.dodsbir.net/submission>

TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.

Phase II Key Dates

	<u>Proposal Invitation</u>	<u>Proposal Deadline</u>	<u>Contracts Awarded Goal</u>
SBIR Yxx.a	Sep	Oct	Apr
SBIR Yxx.b	Mar	Apr	Oct
SBIR Yxx.c	Jun	Jul	Jan

Selections
Announced 60 days
later

2009.c

Invite to Phase II: June 22
 Phase II Proposals Due: NLT 20 July
 Evaluation & Selection: July 21 – Sep 11
 Award Notification: Sep 18
 Contract Award: Jan 18, 2010

GOAL: 6
month between
proposal receipt
and contract
award

UNITED STATES ARMY SBIR STTR Programs

SMALL BUSINESS INNOVATION RESEARCH
SMALL BUSINESS TECHNOLOGY TRANSFER

SBIR

STTR

CBD SBIR

**Success
Stories**

**Small
Business
Page**



MISSION

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer Program (STTR) programs allow small, high-tech U.S. businesses (less than 500 employees) and academia the opportunity to provide innovative research and development solutions in response to critical Army needs. By capturing the tremendous and agile talents of the U.S. small business community, the SBIR and STTR Programs benefit the Department of Defense (DoD), the private sector, and our national economy.

This portal provides all the information necessary to participate in these programs.

**SOLDIER
STORIES**



WHAT'S NEW

[-QUARTERLY SBIR NEWSLETTER](#)
[-ARMY CPP PARTICIPANTS FY08](#)
[-TECHNICAL ASSISTANCE](#)

LETTER TO THE DEFENSE INDUSTRIAL BASE

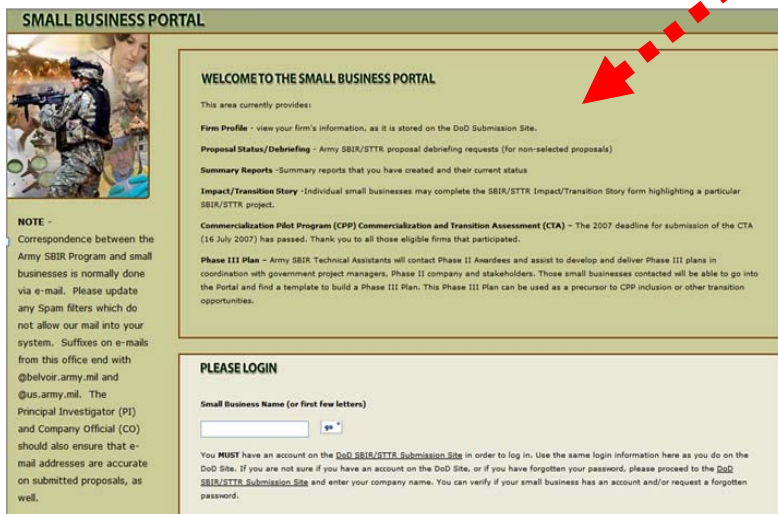
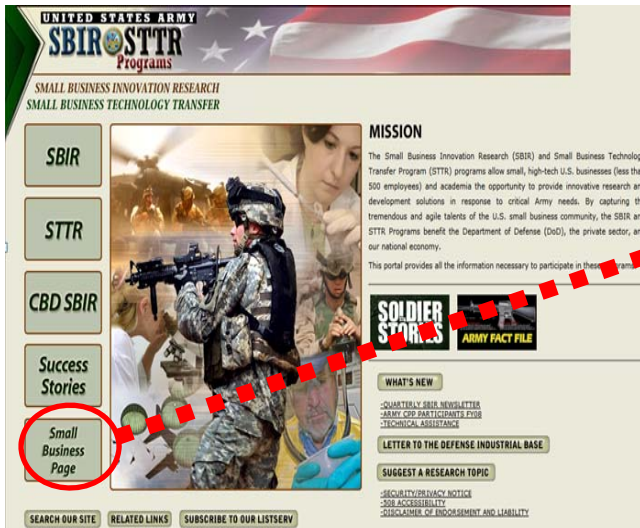
SUGGEST A RESEARCH TOPIC

[-SECURITY/INVESTMENT OFFICE](#)
[-508 ACCESSIBILITY](#)
[-DISCLAIMER OF ENDORSEMENT AND LIABILITY](#)

SEARCH OUR SITE

RELATED LINKS

SUBSCRIBE TO OUR LISTSERV



- Proposal Status & Debriefs
- Phase I & II Summary Reports
- Success Stories
- CPP Commercialization & Transition Assessment (CTA)
- Phase III Plan



www.dodsbir.com



DoD SBIR Resource Center - www.dodsbir.net - Windows Internet Explorer

http://www.dodsbir.com/ Google

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Page Tools



DEPARTMENT OF DEFENSE

Resource Center

Small Business Innovation Research

www.dodsbir.net



AWARDS
DoD SBIR &
STTR Awards



TOPICS
Current
DoD SBIR &
STTR Topics



SITIS
Interactive
Topic Info
System

SEARCH

- [ABOUT SBIR/STTR](#)
- [CURRENT SOLICITATION](#)
- [SELECTION LISTINGS](#)
- [CONFERENCES](#)
- [DESK REFERENCE](#)
- [MAJOR ACQUISITION LIAISONS](#)
- [SUCCESS STORIES](#)
- [FIRMS IN THE NEWS](#)
- [SBIR ANNUAL REPORT](#)
- [STTR ANNUAL REPORT](#)
- [FAST TRACK/PHASE II ENHANCEMENT](#)
- [COMMERCIALIZATION PILOT PROGRAM](#)

HELP



HELPDESK
Answers Questions About
DoD SBIR & STTR



WEBSITE
Main Website
for More Information



LISTSERV
Subscribe to
Receive Program
Notices and Updates



CONTINUOUS LEARNING
A library of SBIR
Program Resources

SUBMISSION



SUBMISSION

DoD SBIR/STTR Proposal Submission



Sections

- [Main Page](#)
- [Overview](#)
- [Current Solicitations](#)
- [Proposal Submission](#)
- [Sample Proposals](#)
- [Model Contracts](#)
- [Fast Track / Phase II Enhancement](#)
- [Awards](#)
- [Success Stories](#)
- [Contracting and Payment](#)
- [Desk Reference](#)
- [State Resources](#)
- [Commercial and Legal](#)
- [Conferences and Outreach](#)
- [Firms in the News](#)
- [Resource Center](#)
- [Acquisition Liaisons](#)
- [Other SBIR Sites](#)
- [EO 13329](#)
- [Site Index](#)
- [Help Desk](#)
- [SBIR Tutorial](#)
- [SBIR POCs](#)

The DoD SBIR & STTR Programs

The Department of Defense (DoD) SBIR and STTR programs fund a billion dollars each year in early-stage R&D projects at small technology companies -- projects that serve a DoD need and have commercial applications.

- The **SBIR Program** provides up to \$850,000 in early-stage R&D funding directly to small technology companies (or individual entrepreneurs who form a company).
- The **STTR Program** provides up to \$850,000 in early-stage R&D funding directly to small companies working cooperatively with researchers at universities and other research institutions.

- Small companies retain the intellectual property rights to technologies they develop under these programs.
- Funding is awarded competitively, but the process is streamlined and user-friendly.
- Learn more by going to [Overview](#) and other sections. Also visit our Resource Center at www.dodsbir.net.



- [SBIR 2009.2 Solicitation](#) closed to proposal submission on **June 17, 2009 at 6AM ET**.
- [STTR 2009.A Solicitation](#) closed to proposal submission on **March 25, 2009 at 6AM ET**.
- [P.L. 111-10, SBIR Program extended through July 31, 2009](#)
- [News Release - Small Business Director Looks to Speed Innovation to the Warfighter](#)
- [Abstracts of Phase I proposals selected for award from SBIR solicitations](#)
- [Abstracts of Phase I proposals selected for award from STTR solicitations](#)
- [SBIR Tutorial](#) introduces you to the DoD SBIR/STTR programs and shows you step-by-step how to prepare and submit a proposal.

Questions?

Contact the SBIR/STTR Help Desk by telephone 866-SBIRHLP (866-724-7457) or [Email](#).

Comments/Suggestions:

If you have suggest for improving these programs? [Email us](#).

Join our Listserv:

If you wish to be notified via email of future DoD SBIR/STTR solicitations and events, [subscribe to our listserv](#).



DoD SBIR / STTR TOPICS - Basic Search

Topic Number Search

Search by Topic Number:

- OR -

Keyword Search

Search by Keyword:

Limit search to within

AND Matches within

Sorted by ☒ Topic #
☐ Agency



DoD SBIR/STTR Topics

Topics for current Department of Defense (DoD) Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Solicitations are easily accessed from this site. Search by topic number or keywords.

Current Solicitation	Pre-release Date	Begin Accepting Proposals	Close Date	Participating Components
				Air Force Army DARPA



DoD SBIR / STTR

SITIS - SBIR/STTR Interactive Topic Information System



As of midnight March 5, questions for solicitation STTR 08.A will no longer be accepted.

The purpose of *SITIS* is to provide technical clarification on solicitation topics. Any other questions will not receive a response. In *SITIS*, questioner and respondent remain anonymous and all technical questions and answers are posted electronically for general viewing.

Questions that deal with the technical aspect of a specific topic in the DoD STTR FY2008.A Solicitation will be accepted in *SITIS* through March 5, 2008. Once DoD begins accepting proposals on February 19, 2008, questions may only be submitted through the *SITIS* system because direct contact between proposers and topic authors is no longer allowed.

View [SITIS Quick Scan](#) daily to see which topics currently have Q&As or other information. To submit a technical question, click on the topic number listed in Quick Scan and scroll to the New Question section at the bottom.

If you haven't used this system before, you should first read the [SITIS Instructions](#), which explains how to use the system, as well as what to expect from *SITIS*.



SITIS Topics Quick Scan

Comments or Problems: SBIRHelp@brtrc.com
Updated: January 2008



www.dodsbir.net/submission/



Welcome to the DoD SBIR/STTR Submission - Microsoft Internet Explorer

File Edit View Favorites Tools Address <http://www.dodsbir.net/submission/SignIn.asp>

Back Forward Stop Home Search Favorites Refresh Print Stop Links [TACOM Home Page](#) [Windows Marketplace](#)

[About SBIR/STTR](#) [Solicitation](#) [Desk Reference](#) [Selection Listing](#) [Award Search](#) [Topic Search](#) [Tutorial](#) [Privacy Policy](#)

DoD SBIR/STTR SUBMISSION



Enter the First Few Letters of your Firm Name:

And Press:

FIND FIRM



DoD Internet Resources



- Resource Center: www.dodsbir.net
 - ✓ Everything you ever wanted to know about the DoD SBIR program
- Homepage: www.acq.osd.mil/osbp/sbir/
 - ✓ Program overview, solicitations, sample proposals, and more
- Topic Search: www.dodsbir.net/topics/
 - ✓ Search current solicitation topics by topic number or keyword
- Proposal Submission: www.dodsbir.net/submission/
 - ✓ Prepare & submit proposal coversheets, commercialization report, update phase II projects
- Topic Questions: www.dodsbir.net/sitis/
 - ✓ Obtain technical clarification regarding current solicitation topics
- Awards Search: www.dodsbir.net/awards/
 - ✓ Searchable database of SBIR awards from FY83-FY07

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How to Participate



- Review the Topics in the current solicitation at www.dodsbir.net/solicitation/
- Register and submit proposals at www.dodsbir.net/submission/
- General questions? Call our Help Desk
866-SBIRHLP (724-7457)
- Questions about a solicitation topic? Contact topic author listed with the topic during the pre-release period or www.dodsbir.net/sitis/
- Subscribe to the Listserv at www.dodsbir.net/ to receive program notices and updates

Things to remember:

- DoD's SBIR 2009.3 Solicitation,
 - available in HTML, PDF and MS WORD formats on the web at: <http://www.acq.osd.mil/sadbu/sbir/solicitations/sbir093/>
 - will be posted on this Web Site on July 27, 2009; will begin accepting proposals on August 24, 2009; will close to proposals on September 23, 2009. **6:00 a.m. EST -- plan ahead and submit early.**
- The DoD topics search Web site can be found at: <http://www.dodsbir.net/Topics/>

Things to remember:

- Pre-Solicitation. Speak directly to topic authors or submit questions on SITIS (SBIR-Interactive Topic Information System).
- Once solicitation begins. Questions may only be submitted through SITIS.
- SITIS will cease accepting questions two weeks prior to the solicitation close date.
- Before you submit a proposal check SITIS even if you don't need to ask a question; you should view your competitor's questions and the DoD's answers at: <http://www.dodsbir.net/sitis/>

Things to remember:

- ALL SBIR offerors **MUST** register electronically via the Web at: <http://www.dodsbir.net/submission/>
- Via the same Web site you will submit:
 - a) DoD Proposal Cover Sheet (cover and summary abstract),
 - b) ENTIRE Technical Proposal with any appendices,
 - c) Cost Proposal, and the
 - d) Company Commercialization Report

Things to remember:

- DoD requires proposals submitted in PDF format only.
- DoD Help Desk Phone: 866-SBIRHLP (866-724-7457)
- A facility to submit e-mail questions can be found at <http://www.dodsbir.net/helpdesk/>

Things to remember:

- Prior to receiving a contract award, the offeror must be registered in the Central Contractor Registration (CCR) database. For information regarding registration, call 1-888-227-2423 or visit <http://www.ccr.gov/>
- You are required to, “Identify any foreign nationals you expect to be involved on this project, country of origin and level of involvement”
- Army Phase I proposals have a 20-page limit (excluding the Cost Proposal and the Company Commercialization Report).

Things to remember:

- Must use required marking for proprietary info
- Must respond to a published topic
- No unsolicited proposals
- No external proposal info (no links)
- No subcontracting with Government agencies
- No classified proposals
- No paper/mailed proposals

Things to remember:

Pricing and Contracts

- Phase I and Option generally Firm Fixed Price with payment every two months based on reports delivered
- Phase II generally Cost Plus Fixed Fee (CPFF)
 - ✓ Performance based scope
 - ✓ Requires adequate cost accounting system
 - ✓ Payments once or twice a month based on cost
- SBIR data rights apply

Things to remember:

Phase I options:

- Allowed by Army (up to \$50K)
- Should be fully costed separately from the Phase I (base) approach
- Should have separate work plan from Phase I
- Both cost proposal and work plan need to be part of Phase I proposal



SBIR Program - Fast Track



- Accelerated Phase II process for Phase I contractors with investors matching Phase II SBIR funding
- Provides incentive to build strategic partners for Phase III investment and marketing as early as Phase I
- Benefits of the process:
 - ✓ Expedited Phase II evaluation, selection and award
- Qualifications:
 - ✓ Fast Track application 120 days after Phase I award
 - ✓ Independent investor commitment for funds in cash
- Matching Rates: 4:1 matching-new firms, 1:1 others

- P.L. 97-219; Enacted in 1982, as part of the Small Business Innovation Development Act
- P.L. 99-443 and 102-564; Signed 10/28/92. The SBIR R&D Enhancement Act of 1992 extended the SBIR Program until Oct 2000.
- P.L. 106-554; Signed 12/21/00. The Act HR 5667 of December 2000 extended the Program until 2008.
- Extension to FY 20XX
- DOD SBIR Program administered in accordance with Small Business Administration (SBA) SBIR Policy Directives